

**SANTA ANA DISTRICT OFFICE**  
**FY 2016 LENDER RANKINGS**  
**AS OF 11/30/15**



**TOP 3 LENDERS**

**#1 WELLS FARGO BANK, N.A.**  
**74**  
**\$26,930,500**

**#2 U.S. BANK, N.A.**  
**33**  
**\$6,809,400**

**#3 JPMORGAN CHASE BANK, N.A.**  
**22**  
**\$2,662,100**

| <b>Rank</b> | <b>Lender Name</b>                    | <b># of Loans</b> | <b>\$ Amount of Loans</b> | <b>Average \$/Loan</b> |
|-------------|---------------------------------------|-------------------|---------------------------|------------------------|
| <b>1</b>    | <b>WELLS FARGO BANK NATL ASSOC</b>    | <b>74</b>         | <b>\$26,930,500</b>       | <b>\$363,926</b>       |
| <b>2</b>    | <b>U.S. BANK NATIONAL ASSOCIATION</b> | <b>33</b>         | <b>\$6,809,400</b>        | <b>\$206,345</b>       |
| <b>3</b>    | <b>JPMORGAN CHASE BANK NATL ASSOC</b> | <b>22</b>         | <b>\$2,662,100</b>        | <b>\$121,005</b>       |
| 4           | CDC SMALL BUS. FINAN CORP             | 10                | \$8,927,000               | \$892,700              |
| 5           | COMERICA BANK                         | 7                 | \$518,000                 | \$74,000               |
| 6           | EAST WEST BANK                        | 6                 | \$6,639,000               | \$1,106,500            |
| 7           | COMMUNITY BANK                        | 6                 | \$6,625,500               | \$1,104,250            |
| 8           | BFC                                   | 6                 | \$3,674,000               | \$612,333              |
| 9           | PLAZA BANK                            | 5                 | \$5,312,000               | \$1,062,400            |
| 10          | PACIFIC CITY BANK                     | 5                 | \$5,053,000               | \$1,010,600            |
| 11          | COMPASS BANK                          | 5                 | \$4,560,000               | \$912,000              |
| 12          | PACIFIC W. CERT. DEVEL CORP           | 5                 | \$4,067,000               | \$813,400              |
| 13          | SEACOAST COMMERCE BANK                | 5                 | \$3,922,300               | \$784,460              |
| 14          | MORTGAGE CAP. DEVEL CORP              | 4                 | \$7,354,000               | \$1,838,500            |
| 15          | UNITI BANK                            | 4                 | \$2,474,000               | \$618,500              |
| 16          | ENTERPRISE FUNDING CORPORATION        | 4                 | \$1,801,000               | \$450,250              |
| 17          | CALIFORNIA UNITED BANK                | 4                 | \$1,036,000               | \$259,000              |
| 18          | CALIFORNIA STATEWIDE CERT. DEV        | 3                 | \$4,194,000               | \$1,398,000            |
| 19          | SOUTHLAND ECONOMIC DEVEL CORP         | 3                 | \$2,427,000               | \$809,000              |
| 20          | COMMERCIAL BANK OF CALIFORNIA         | 3                 | \$1,676,200               | \$558,733              |
| 21          | MUFG UNION BANK NATL ASSOC            | 3                 | \$1,525,000               | \$508,333              |
| 22          | KINECTA FCU                           | 3                 | \$969,000                 | \$323,000              |
| 23          | STEARNS BK NATL ASSOC                 | 3                 | \$736,300                 | \$245,433              |
| 24          | CDC SMALL BUSINESS FINANCE COR        | 3                 | \$257,000                 | \$85,667               |
| 25          | CELTIC BANK CORPORATION               | 3                 | \$240,000                 | \$80,000               |
| 26          | OPEN BANK                             | 2                 | \$4,810,200               | \$2,405,100            |
| 27          | CITIBANK, N.A.                        | 2                 | \$3,010,000               | \$1,505,000            |
| 28          | BANK OF THE WEST                      | 2                 | \$2,534,300               | \$1,267,150            |
| 29          | US METRO BANK                         | 2                 | \$2,412,000               | \$1,206,000            |
| 30          | HANMI BANK                            | 2                 | \$2,205,000               | \$1,102,500            |
| 31          | BAY AREA EMPLOYMENT DEVEL CO          | 2                 | \$1,882,000               | \$941,000              |
| 32          | FIRST CHOICE BANK                     | 2                 | \$1,426,700               | \$713,350              |
| 33          | BANK OF AMERICA NATL ASSOC            | 2                 | \$1,225,800               | \$612,900              |
| 34          | BBCN BANK                             | 2                 | \$990,000                 | \$495,000              |
| 35          | RABOBANK, NATIONAL ASSOCIATION        | 2                 | \$959,000                 | \$479,500              |
| 36          | WILSHIRE BANK                         | 2                 | \$751,000                 | \$375,500              |
| 37          | COMMONWEALTH BUSINESS BANK            | 2                 | \$505,000                 | \$252,500              |
| 38          | CITY NATIONAL BANK                    | 2                 | \$500,000                 | \$250,000              |
| 39          | HANA SMALL BUS. LENDING INC.          | 2                 | \$476,000                 | \$238,000              |
| 40          | FIRST HOME BANK                       | 2                 | \$460,000                 | \$230,000              |
| 41          | MANUFACTURERS BANK                    | 2                 | \$394,000                 | \$197,000              |
| 42          | PACIFIC MERCANTILE BANK               | 2                 | \$375,000                 | \$187,500              |
| 43          | PACIFIC ENTERPRISE BANK               | 2                 | \$275,000                 | \$137,500              |
| 44          | CALIFORNIA BANK & TRUST               | 2                 | \$100,000                 | \$50,000               |
| 45          | SO CAL CDC                            | 1                 | \$5,468,000               | \$5,468,000            |
| 46          | CATHAY BANK                           | 1                 | \$4,000,000               | \$4,000,000            |
| 47          | OPUS BANK                             | 1                 | \$1,980,000               | \$1,980,000            |

| <i>Rank</i> | <i>Lender Name</i>             | <i># of Loans</i> | <i>\$ Amount of Loans</i>   | <i>Average \$/Loan</i>  |
|-------------|--------------------------------|-------------------|-----------------------------|-------------------------|
| 48          | PACIFIC WESTERN BANK           | 1                 | \$1,515,000                 | \$1,515,000             |
| 49          | HOME BANK OF CALIFORNIA        | 1                 | \$1,240,000                 | \$1,240,000             |
| 50          | BANNER BANK                    | 1                 | \$951,000                   | \$951,000               |
| 51          | COMMUNITY VALLEY BANK          | 1                 | \$865,000                   | \$865,000               |
| 52          | CAPITAL ACCESS GROUP, INC.     | 1                 | \$764,000                   | \$764,000               |
| 53          | CTBC BANK CORP. (USA).         | 1                 | \$700,000                   | \$700,000               |
| 54          | ROYAL BUSINESS BANK            | 1                 | \$700,000                   | \$700,000               |
| 55          | CAPITAL BANK                   | 1                 | \$631,000                   | \$631,000               |
| 56          | UMPQUA BANK                    | 1                 | \$383,000                   | \$383,000               |
| 57          | KEYPOINT CU                    | 1                 | \$364,500                   | \$364,500               |
| 58          | UNITED BUSINESS BANK, F.S.B.   | 1                 | \$354,500                   | \$354,500               |
| 59          | GOLDEN PACIFIC BANK NATL ASSOC | 1                 | \$350,000                   | \$350,000               |
| 60          | LIVE OAK BANKING COMPANY       | 1                 | \$350,000                   | \$350,000               |
| 61          | SPIRIT OF TEXAS BANK, SSB      | 1                 | \$331,200                   | \$331,200               |
| 62          | TECHNOLOGY CU                  | 1                 | \$310,000                   | \$310,000               |
| 63          | BANK RHODE ISLAND              | 1                 | \$255,000                   | \$255,000               |
| 64          | AMPAC TRI-STATE CDC, INC.      | 1                 | \$241,000                   | \$241,000               |
| 65          | NEWTEK SMALL BUS. FINANCE INC. | 1                 | \$80,000                    | \$80,000                |
| 66          | VALLEY ECONOMIC DEVEL CORP.    | 1                 | \$50,000                    | \$50,000                |
|             | <b><i>TOTALS:</i></b>          | <b><i>289</i></b> | <b><i>\$157,563,500</i></b> | <b><i>\$545,202</i></b> |